

# SMALL BUSINESS RESOURCES

## MISSOURI DEPARTMENT OF ECONOMIC DEVELOPMENT

The Missouri Department of Economic Development ("DED"), other state agencies, and federal agencies have a broad array of resources to facilitate the expansion of small sized businesses. Many of these resources may be used for the same project, depending on the eligibility. Most are used in conjunction with bank financing and owner equity.

### LOAN PACKAGE/BUSINESS PLAN

To maximize the probability of successfully obtaining financial assistance from private banks and public programs, the company should have an up-to-date loan package/business plan. Each lender or public agency may also require an application to be completed, however, most of the information is the same.

The elements of a loan package typically include:

- ?? Past 3 years financial statements (balance sheet, income statement);
- ?? Current interim financial statements;
- ?? Projected financial statements for the next 2 years that adequately describes the basis for all assumptions.
- ?? Monthly cash flow projection for the next 24 months that includes the proposed sources of funds, and their likely payment schedules.
- ?? Current personal financial statements of owners of 10% or more of ownership;
- ?? Description of available collateral, and the basis of valuation;
- ?? Resumes of key management;
- ?? Description of the products/services of the company, its competitive advantages, and other related information.

### LOAN PACKAGING & BUSINESS PLAN ASSISTANCE

- ?? Small Business Development Centers (17 in Missouri). To find the location nearest you:  
?? [www.mo-sbdc.org](http://www.mo-sbdc.org)  
?? 573-882-0344
- ?? Local CPAs and accounting firms (check your yellow pages).

### INFORMATION SOURCES

- ?? DED web site: [www.ecodev.state.mo.us](http://www.ecodev.state.mo.us)  
☎ Toll-Free: 1-800-523-1434  
✉ E-mail: [ecodev@mail.state.mo.us](mailto:ecodev@mail.state.mo.us)
- ?? Missouri Finance Network:  
[www.ecodev.state.mo.us/cd/finance](http://www.ecodev.state.mo.us/cd/finance)  
(Interactive database of financial resources of public agencies.)
- ?? Missouri Business Assistance Center  
[www.ecodev.state.mo.us/mbac/](http://www.ecodev.state.mo.us/mbac/)  
☎ 1-888-751-2863  
(Business start-up packet; Starting a New Business in Missouri manual; Information on licenses, fees, permits, and regulations; Business plan information; Information on importing and exporting.)

### PROBLEM PROJECTS

Businesses with one or more of these problems will have more of a difficulty in obtaining funding from private or public sources:

- ?? Poor past credit history;
- ?? Inexperienced or unqualified management;
- ?? Insufficient equity or collateral (or unwillingness to pledge available capital or collateral);
- ?? Poorly documented or incomplete loan package/business plan.

?? Retail and many types of service businesses do not qualify for most state or local financial assistance programs.

### **DED REGIONAL OFFICES**

DED's regional offices can provide suggestions of possible state, federal or local financial assistance resources.

?? St. Louis (314) 340-6823  
?? Kansas City (816) 889-2900  
?? Trenton (660) 359-5960  
?? Springfield (417) 888-4001  
?? Moberly (660) 269-8802  
?? Dexter (573) 624-9950  
?? Houston (417) 967-5770  
?? Jefferson City (573) 751-0482

### **RELAY MISSOURI SERVICE**

?? Voice user calling a hearing/speech impaired user: 800-735-2466.  
?? Hearing/Speech impaired user calling a voice user: 800-735-2966

### **ASSISTANCE TO EMPLOYERS**

DED's Division of Workforce Development works in collaboration with its one-stop career system partners to offer workforce development assistance to job seekers and employers. By using the State's network of one-stop career centers, customers can access America's Job Bank, seek referral and placement assistance, career counseling and testing, labor market information and use Missouri WORKS!, an Internet based, self-service workforce development tool. To find your nearest Division of Workforce Development location, consult your telephone directory under State Government or visit:  
[www.ecodev.state.mo.us/wfd](http://www.ecodev.state.mo.us/wfd).

### **MISSOURI MARKETPLACE**

Information on thousands of Missouri-made products and services designed to encourage both in-state and out-of-state businesses and consumers to buy Missouri-made products. Registration is free and open to any Missouri-based company. To search the database or register your company, visit:  
[www.missourimarketplace.org](http://www.missourimarketplace.org)

### **INTERNATIONAL MARKETING**

DED's Office of International Marketing works to make companies aware of international opportunities and help them secure new business. For more information on the services available, please call (573) 751-4855 or 1-888-690-4855, by e-mail at [missouri@mail.state.mo.us](mailto:missouri@mail.state.mo.us) or visit:  
[www.ecodev.state.mo.us/intermark](http://www.ecodev.state.mo.us/intermark)